



THE FEDERAL SMALL BUSINESS
SUMMIT
NEW MEXICO STATE UNIVERSITY

Why pursue GSA Contracts?

Category Management and the implications on government acquisitions

Category Management

- **What is it?**
 - Retailing and purchasing concept in which products purchased by an organization is broken down into *product categories*—discrete groups of similar or related products
- **Spend Under Management**
 - Spend on contracts that meet defined criteria for management maturity and data sharing.
- **“Best in Class” Contracts**
 - Government-wide acquisition designation for contracts that satisfy five [key criteria](#) defined by the White House OMB
- **Additional Resources:**
 - Acquisition Gateway: <https://hallways.cap.gsa.gov>
 - “About Category Management”
 - “BIC Resource”

Government-wide Categories

Total FY17 spend ≈ \$499.6B | FY17 common spend ≈ \$307.0B*

Facilities & Construction

≈\$82.7B



- Construction Related Materials
- Construction Related Services
- Facilities Purchase & Lease
- Facility Related Materials
- Facility Related Services

Professional Services

≈\$71.0B



- Business Admin Services
- Financial Services
- Legal Services
- Management & Advisory Services
- Marketing & Public Relations
- Research & Development
- Social Services
- Technical & Engineering Services

Information Technology

≈\$58.2B



- IT Software
- IT Hardware
- IT Consulting
- IT Security
- IT Outsourcing
- Telecomms

Medical

≈\$42.9B



- Drugs & Pharmaceutical Products
- Healthcare Services
- Medical Equipment, Accessories, & Supplies

Transportation & Logistics

≈\$27.8B



- Fuels
- Logistics Support Services
- Motor Vehicles (non-combat)
- Package Delivery & Packaging
- Transportation Equipment
- Transportation of Things

Industrial Products & Services

≈\$11.1B



- Basic Materials
- Fire/Rescue/Safety/ Environmental Protection Equipment
- Hardware & Tools
- Industrial Products Install/ Maintenance/Repair
- Machinery & Components
- Oils, Lubricants, & Waxes
- Test & Measurement Supplies

Security & Protection

≈\$5.5B



- Ammunition
- Protective Apparel & Equipment
- Security Animals & Related Services
- Security Services
- Security Systems
- Weapons

Human Capital

≈\$4.4B



- Compensation & Benefits
- Employee Relations
- Human Capital Evaluation
- Strategy, Policies, & Ops Planning
- Talent Acquisition
- Talent Development

Office Management

≈\$2.3B



- Furniture
- Office Management Products
- Office Management Services

Travel

≈\$1.2B



- Employee Relocation
- Lodging
- Passenger Travel
- Travel Agent & Misc. Services

*Based on data from FPDS-NG through 5/31/2018

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“Best in Class”

Current Best-in-Class (BIC) Solutions by Category

Multiple Categories

1. GSA Global Supply Requisition Channel

Professional Services Category

2. **MANDATORY BIC:** Identity Protection Services (IPS) • Preferred usage, mandatory consideration per [OMB Memo M-16-14](#)
3. GSA Smart Pay 2 & GSA Smart Pay 3
4. OASIS
5. OASIS Small Business

IT Category

MANDATORY BICs for WORKSTATIONS: Choose from four authorized sources for standard configuration laptops and desktops per [OMB Memo M-16-02](#):

6. ARMY CHES ADMC2
7. NASA SEWP
8. NITAAC CIO-CS
9. IT Schedule 70*
10. **MANDATORY BIC:** FSSI Wireless on IT Schedule 70* Directed for civilian agency use per [OMB Memo M-16-20](#)
11. GSA COMSATCOM Program
 - a. Transponded Capacity & Subscription Services on IT Schedule 70*
 - b. Complex Commercial SATCOM Solutions (CS3)
12. 8(a) STARS II
13. Alliant & Alliant 2
14. Alliant Small Business & Alliant 2 Small Business
15. Enterprise Infrastructure Services (EIS) & Network
16. NITAAC CIO SP3 Small Business
17. NITAAC CIO SP3 Unrestricted
18. Veterans Technology Services 2 (VETS2)

**IT Schedule 70 note: Spend on FSSI Wireless and the special item numbers (SINs) listed below is considered Tier 3/BIC; all other IT Schedule 70 spend is considered Tier 2.*

- 132-4 Daily/Short Term Rental
- 132-8 Laptops and Desktops
- 132-12 Maintenance of Equipment, Repair Services and/or Repair/Spare Parts
- 132-32 Term Software License
- 132-33 Perpetual Software License
- 132-34 Maintenance of Software as a Service
- 132-54 COMSATCOM Transponded Capacity
- 132-55 COMSATCOM Subscription Services
- 132-99 Introduction of New Information Technology Services and/or Products

Travel Category

19. **MANDATORY BIC:** City Pair Program • Mandatory with limited exceptions for civilian employee air travel per [41 CFR 301-10](#)
20. Civilian Employee Relocation on Schedule 48
21. FedRooms
22. U.S. Government Rental Car Program

Transportation & Logistics Category

23. **MANDATORY BIC:** AutoChoice for Vehicle Purchasing • Mandatory for non-tactical vehicle purchases per [41 CFR 26.501-1](#)
24. **MANDATORY BIC:** DLA Direct Delivery Fuels Solution • Mandatory for annual commercial fuel requirements ≥ 10,000 gallons in accordance with [41 CFR 101-26.602-3](#)
25. **MANDATORY BIC:** DOD Next Generation Delivery Service (NGDS) • Mandatory for small package delivery services per [OMB Memo M-17-29](#)
26. GSA Fleet for Vehicle Leasing

Medical Category

27. DOD/VA High-Tech Medical Equipment
28. DOD/VA Joint National Contracts for Generic Pharmaceuticals
29. VA Hearing Aids

Industrial Products & Services Category

30. FSSI Janitorial & Sanitation Supplies (Jan/San)
31. FSSI Maintenance, Repair & Operations (MRO)

Human Capital Category

32. OPM/GSA Human Capital & Training Solutions (HCaTS)
33. OPM USA Learning

Facilities & Construction Category

34. FSSI Building Maintenance & Operations (BMO)
35. USACE Facilities Reduction Program (FRP)

Security & Protection Category

36. DHS Body Armor III
37. Reduced Hazard Training Ammunition (RHTA)
38. TacCom II

Office Management Category

39. FSSI Office Supplies (OS3)

GSA Contracts:

- **What is a GSA Schedule?**

- GSA offers over 20 million supplies and services
- 24 Schedules
- Over 19,000 Schedule contracts
- 80% of GSA MAS contracts go to small businesses
- \$45 billion total annual spend or 10% of overall federal procurement spending

- **Find the Right Solicitation:**

- [GSA eLibrary](#)

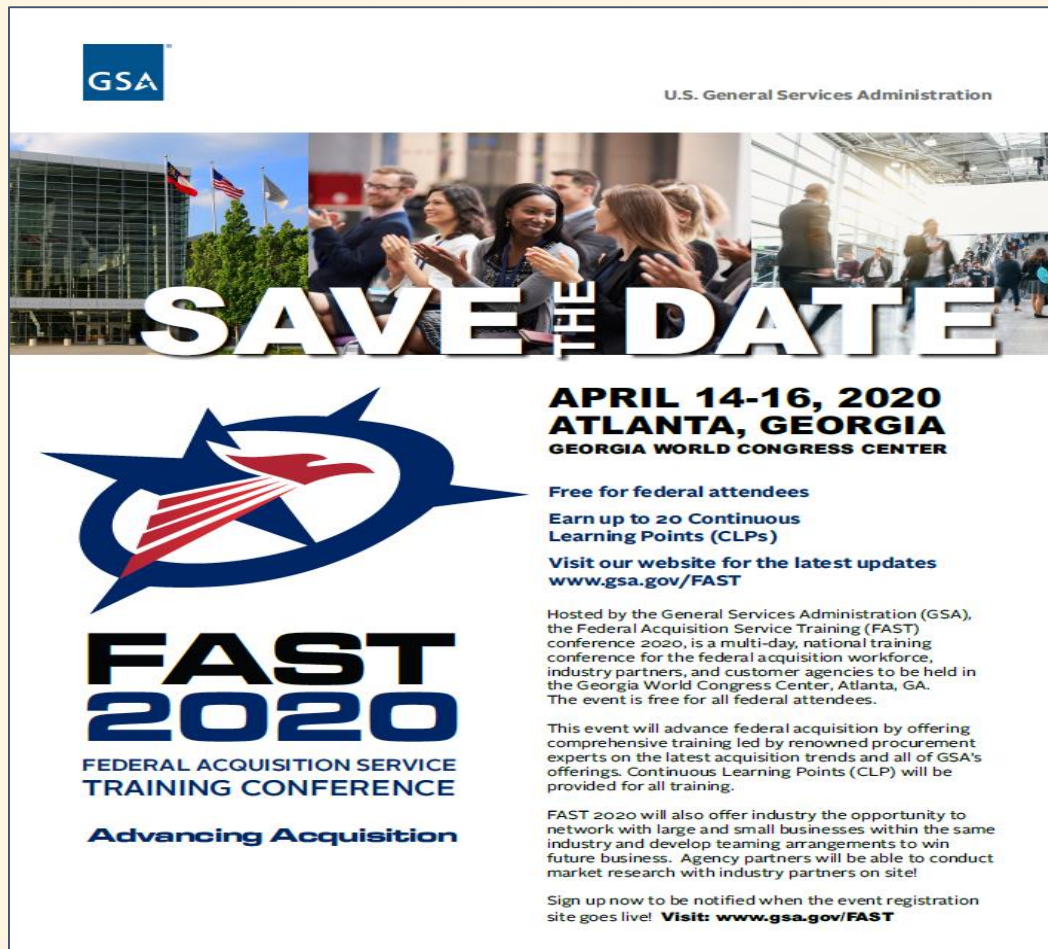
www.gsa.gov/schedulesolicitations

- **Additional Resources:**

- www.gsa.gov/smallbizresources

Email: gsaosbu@outreach.gsa.gov
1-855-OSBUGSA (672-8472)

Federal Acquisition Service Training Conference: FAST2020



The graphic features the GSA logo at the top left and a photo of a diverse group of people clapping. The text 'SAVE THE DATE' is prominently displayed in large, white, bold letters across the middle. Below this is the FAST2020 logo, which includes a stylized eagle and the text 'FAST 2020 FEDERAL ACQUISITION SERVICE TRAINING CONFERENCE Advancing Acquisition'. To the right of the logo, the dates and location are listed: 'APRIL 14-16, 2020 ATLANTA, GEORGIA GEORGIA WORLD CONGRESS CENTER'. Further details include 'Free for federal attendees', 'Earn up to 20 Continuous Learning Points (CLPs)', and the website 'www.gsa.gov/FAST'. A paragraph describes the conference as a multi-day national training event for federal acquisition workforce, industry partners, and customer agencies. Another paragraph highlights the comprehensive training and networking opportunities. A final line encourages signing up for notifications at the same website.

GSA
U.S. General Services Administration

SAVE THE DATE

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GEORGIA WORLD CONGRESS CENTER**

Free for federal attendees
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Visit our website for the latest updates
www.gsa.gov/FAST

Hosted by the General Services Administration (GSA), the Federal Acquisition Service Training (FAST) conference 2020, is a multi-day, national training conference for the federal acquisition workforce, industry partners, and customer agencies to be held in the Georgia World Congress Center, Atlanta, GA. The event is free for all federal attendees.

This event will advance federal acquisition by offering comprehensive training led by renowned procurement experts on the latest acquisition trends and all of GSA's offerings. Continuous Learning Points (CLP) will be provided for all training.

FAST 2020 will also offer industry the opportunity to network with large and small businesses within the same industry and develop teaming arrangements to win future business. Agency partners will be able to conduct market research with industry partners on site!

Sign up now to be notified when the event registration site goes live! Visit: www.gsa.gov/FAST

- Federal acquisition training is the cornerstone of the event
- Free conference attendance for all federal government attendees
- Fee for private sector, non-federal government attendees
- Training tailored specifically to the needs of federal agency procurement personnel and program managers
- Industry partners demonstrate their latest capabilities and services
- Focus on best practices, new tools, and new resources to improve federal acquisition methods and outcomes

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